

2020 Results Factsheet

AVEVA delivers strong growth and makes significant progress towards its medium-term targets



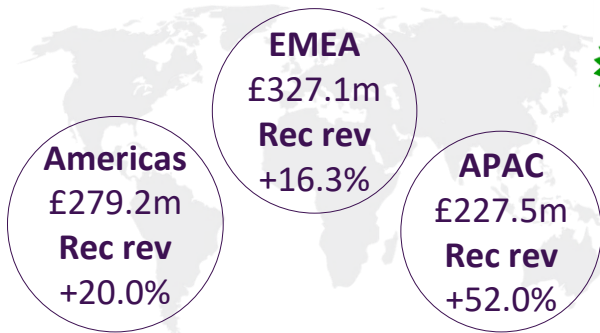
About AVEVA

AVEVA is a FTSE100 listed leading global provider of innovative industrial software to transform complex global industries. AVEVA's software solutions enable the design and management of complex industrial assets by deploying technologies such as IIoT, Big Data and AI.

Strong financial performance delivered in 2020

- ✓ **Growth across all regions**
Revenue grew 8.8% to £833.8m
- ✓ **Highly profitable**
Adjusted EBIT rose 23.3% with margins up to 26.0%
- ✓ **Expanding capabilities**
Launch of new products including Unified Operations Centre for Datacentres and new ways of buying such as AVEVA Flex
- ✓ **Recurring revenue driven by subscription**
Now 62.2% of total revenue - beating 60% medium term target
- ✓ **Accelerating cloud adoption**
Cloud revenues grew 200%
- ✓ **Business outlook**
Resilient with digitalisation key to driving customers' efficiency and high levels of recurring revenue

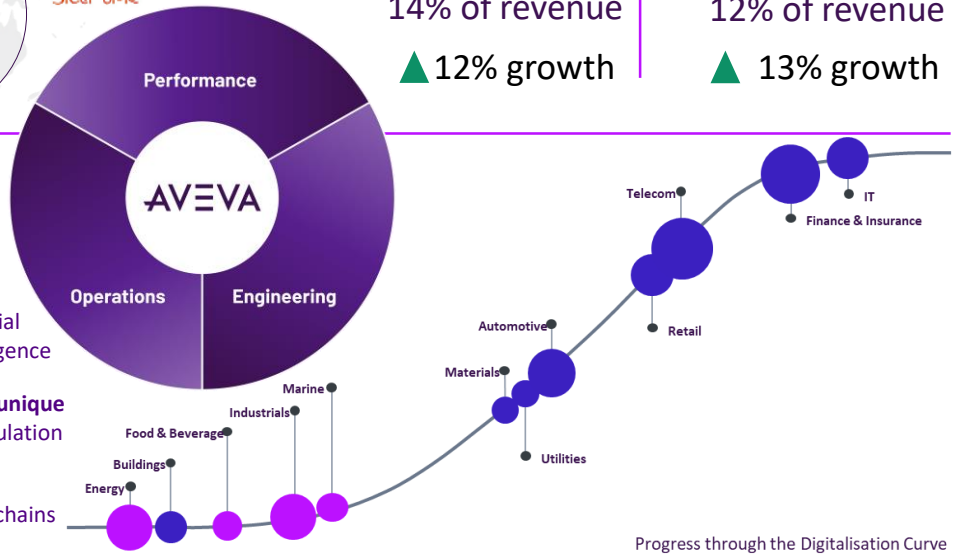
Growing global customer base



Segment	Revenue %	Growth
Engineering	43%	7% growth
Monitor & Control	31%	3% growth
APM	14%	12% growth
Planning & Operations	12%	13% growth

Leading the digitalisation of the industrial world

- Digitalisation is driving **growing demand** for industrial software enabled through cloud and artificial intelligence
- Optimally placed to capture this demand due to its **unique product portfolio**, which runs end-to-end from Simulation through to Operations
- Delivering **business continuity** and opening supply chains through macroeconomic disruption



Limitless Possibilities | Integrity Always | Flexibility Together | Excellence Every Day

Our purpose, values and strategy are creating long term value for customers, employees and shareholders
AVEVA is committed to being a leader in industrial software for a sustainable future

	Operational Excellence		Strong financial position with a strong balance sheet and ongoing cash generation
	Subscription Transition		Over 95% of employees working remote with good productivity
	Digitalisation of the industrial world		Customers leveraging no fee cloud solutions and online training
			AVEVA Action for Good community initiative expanded by 10%

We are committed to being a leader in sustainable industrial software, working with our employees, customers, partners and the wider communities where we do business. Industrial technology has a key role to play in realizing a sustainable future. We will continue to support the evolution of the marketplace, helping our industrial customers achieve their sustainability objectives and ensuring sustainability in our own operations.